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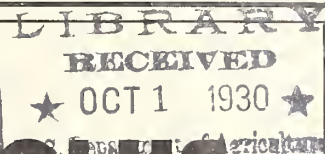


1930-31

FALL PRICE LIST

1930-31

Pre-Digging Fall Price List

**UPJOHN'S GLADIOLUS****For Fall of 1930****Prices and Discounts in This List Not Good After January 1, 1931****READ CAREFULLY BEFORE ORDERING**

Net cash with order and all orders for \$3 or more prepaid.  
 25 PER CENT DEPOSIT HOLDS ORDER UNTIL MARCH 1  
 Shipments will be made after March 1.

We offer the special discounts from this list up to January 1, 1931, only: 5% extra in bulbs or bulblets on cash orders from \$5 to \$10; 10% extra in bulbs or bulblets on cash orders from \$10 to \$25; 15% extra in bulbs or bulblets on cash orders from \$25 up. The extras may be of your own selection from this list or left to our judgment, as you wish.

Don't overlook our special offers on last page of this list. They may interest you.

**PLEASE READ**

We have at the time of going to press quantity offers which would take all of our Nos. 1, 2 and 3 bulbs off our hands subject to our acceptance and confirmation. Rather than let these go at this time and disappoint our customers who have purchased from us for many years, we are offering some of them in this fall list. Subject to fall orders we will endeavor to reserve some of the Nos. 1, 2 and 3 bulbs for our January catalogue based on our probable sales. In some varieties we will sell all of those sizes after December 1 to quantity order customers. Consequently we suggest that wherever possible you order large sizes from this list before that time or we may have none available later this season. This does not apply as yet to the smaller Nos. 4, 5 and 6 sizes or bulblets at this printing but no doubt shall to some varieties a little later in the season.

**OUR JANUARY LIST WILL CONTAIN OVER 200 VARIETIES, INCLUDING  
 LEADING NEW AND STANDARDS FROM BEST HYBRIDIZERS OF  
 THIS AND OTHER COUNTRIES**

The quality of our bulbs and varieties listed will stand up against those grown by anyone anywhere. Our repeat orders from old customers grow by a heavy percentage every year, the best possible indication of satisfaction.

If out of one size of variety we will substitute next nearest size in stock in proportion to amount ordered.

We have considerably over twice the acreage of Gladiolus planted this year than we have ever had before. Last year we filled every fall order completely. We have bulbs and facilities for handling twice the business this year. You may be assured of liberal treatment and quality bulbs.

**D. H. UPJOHN, 964 South Liberty St.  
 SALEM, OREGON**

**1930**

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**1931**

# Upjohn's Fall Price List For 1930-1931

While we sell 10 bulbs of a kind at one-ninth the 100 rate, we sell no single item for less than 20 cents. To those wishing to buy less than 10 bulbs of a kind, or when the cost of 10 bulbs as per list would be less than 20 cents, the following rates are given: Thus when bulbs are \$4.00 per 100, 4 bulbs will be sold for 20 cents; when \$3.00 per 100, 6 bulbs for 20 cents; when \$2.60 per 100, 7 bulbs for 20 cents; when \$2.40 per 100, 8 bulbs for 20 cents; when \$1.80 per 100, 10 bulbs for 20 cents; when \$1.60 per 100, 12 bulbs for 20 cents; when \$1.20 per 100, 16 bulbs for 20 cents; when \$1.00 per 100, 18 bulbs for 20 cents; when 80 cents per 100, 25 bulbs for 20 cents.

Please Remember—No single item either Bulbs or Bulblets sold for less than 20 cents.

THESE PRICES AND DISCOUNTS GOOD ONLY TO JANUARY 1, 1931  
PLEASE ORDER BY NUMBER

VARIETY	Price per 100—25 at 100 rate—10 at 1/9 the 100 rate						Bblts. 1000
	No. 1 1½ Up	No. 2 1¼-1½	No. 3 1-1¼	No. 4 ¾-1	No. 5 ½-¾	No. 6 ¼-½	
A. B. Kunderd (K), ruffled cream and pink, fine.....	\$ 4.00	\$ 3.00	\$ 2.40	\$ 1.80	\$ 1.20	\$ .80	\$ .80
Albania (Kemp), one of leading whites.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Alice Tiplady (K), orange prim, very popular.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Avalon (K), ruffled cream, large and fine.....	4.00	3.00	2.40	1.80	1.20	.80	.80
A. V. Bunce (Bill), orange.....	5.00	4.00	3.00	2.40	1.60	1.00	1.00
A. W. Hunt (CH), one of very best orange reds.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Battle Creek (K), violet self.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Bengal Tiger (Pratt), red, flaked black, large.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Betty Joy (Bill), soft creamy white, extra fine.....	7.50	6.00	4.80	3.60	2.40	1.60	2.00
B. L. Smith (K), lavender, a super excellent Glad.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Blushing Beauty (K), blush pink, ruffled, large.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Bobby (K), large deep rose.....	7.50	6.00	4.80	3.20	2.40	1.60	2.00
Break O' Day (Bill), very early pink and cream.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Capt. Boynton (B), extra fine lavender.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Cardinal Prince (K), rich red, self colored.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Carmen Sylva (Dec), very popular white.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Challenger (K), deep, velvety red, large.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Charles Dickens (Pf), purple.....	7.50	6.00	4.00	3.00	2.00	1.20	2.00
Copper Bronze (K), large copper bronze prim.....	7.00	5.00	4.00	3.00	2.00	1.00	1.00
Cowee's Scarlet Wonder (C), grand, huge scarlet.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Crimson Glow (Bet), a red of great merit.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Crinkles (K), ruffled deep rose pink, one of finest cut flowers we know of.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Dorrit (K), light pink, large flowered.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Dr. F. E. Bennett (D), the outstanding orange scarlet.....	5.00	4.00	3.00	2.00	1.60	1.00	1.00
D's American Beauty, rose, many open, grand.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Dr. Van Fleet (K), early rose pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Early Sunrise (V), fine early salmon.....	4.00	3.00	2.40	1.80	1.20	.80	.80
E. J. Shaylor (K), early ruffled rose pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Elizabeth Tabor (H), very early blotched pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Eliz. Swartley (S), early rose.....	4.00	3.20	2.40	1.80	1.20	.80	.80
Ethelyn (Fish), amber yellow.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Europa, pure white, an old one always wanted.....			2.40	1.80	1.20	.80	.80
Evelyn Kirtland (A), great cut flower, pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Flora (Hol), huge light yellow, many open.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Fontaine (C), dainty pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Frank J. Symmes (D), ruffled peach red.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Gertrude Errey (Er), bright shell pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Giant Myrtle (K), very fine pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Giant Nymph (C), very large pink, grand flower.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Gladis Plath (D), mallow purple, deeper throat.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Gold Eagle (A), very early, frilled deep yellow.....	6.00	4.80	3.60	2.40	2.00	1.20	1.00
Golden Frills (K), deep daffodil yellow, red lines, very ruffled.....	7.50	6.00	4.00	3.00	2.30	1.60	2.00
Golden Measure (Kelway), deep golden yellow, very popular.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Golden Swallow (A), golden yellow, fine to cut.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Henry Ford (D), deep, velvety purple.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Illuminator (H), fine, large carmine red, distinctive.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Improved Queen of the Night (D), very dark maroon.....	7.50	6.00	5.00	4.00	3.00	2.00	2.00



# VARIETY

VARIETY	Price per 100—25 at 100 rate—10 at 1/9 the 100 rate						Bblts. 1000
	No. 1 1½ Up	No. 2 1¼-1½	No. 3 1-1¼	No. 4 ¾-1	No. 5 ½-¾	No. 6 ¼-½	
Iwa (Bet), one of finest salmons, outstanding.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Jack London (D), another extra fine salmon.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Jennie Lind (Dec), pink with yellow throat.....	4.00	3.00	2.40	1.80	1.20	.80	.80
John T. McCutcheon (K), fine red, prolific grower.....	8.00	6.00	5.00	4.00	3.00	2.00	2.00
John T. Pirie (K), mahogany brown, very distinctive.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Kunderd's Yellow Wonder (K), buttercup yellow, early.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Longfellow (Dec), grand pink, many open, one of best new pinks on market.....	5.00	4.00	3.00	2.40	1.60	1.00	1.00
Lorice (Kemp), ruffled scarlet red.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Los Angeles (H), famous cut and come again pink, fine.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Marie Kunderd (K), one of finest whites, ruffled.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Marietta (M), large geranium pink, darker throat.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Marnia (Kemp), grenadine orange.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Masterpiece (K), ruffled American Beauty rose.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Miss Madison (B), very large flowering light pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mrs. F. C. Peters (F), one of most popular lavenders.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mrs. H. E. Bothin (D), geranium pink, deep throat.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mrs. M. S. Burke (D), apricot yellow, many open.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mr. W. H. Phipps (D), La France pink, many open, one of greatest Glads ever grown.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Mrs. G. W. Moulton (K), extra large violet red.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mrs. J. K. Armsby (D), coral pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mrs. Leon Douglas (D), another supreme Glad, giant begonia rose, in great demand.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Mrs. P. W. Sisson (C), ruffled cameo pink, fine flower.....	6.00	4.80	3.60	2.40	1.60	1.00	1.20
Muriel (PF), fine light blue, in enormous demand.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Nancy Hanks (S), peach red.....	5.00	4.00	3.00	2.00	1.40	1.00	1.00
Neoga (K), ruffled deep maroon.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Old Glory (K), deep maroon, fine white lines.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Opalescent (Bill), large rose lavender.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Orange Flame (K), very large orange, fine Glad.....	6.00	5.00	4.00	3.00	2.00	1.00	1.00
Orange Glory (K), large ruffled orange.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Pasadena (D), turkish red, light throat.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Peach Rose (K), fine rose pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Pink Lily (K), soft purplish pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Pola Negri (D), yellow and apricot.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Princely (Kemp), extra fine white for cutting.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Purple Glory (K), huge, deep maroon, ruffled, a king among Glads.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Pythia (K), giant red.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Quaker Maid (Bill), soft lavender pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Quinton (Kemp), early coral pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Red Amarillas (K), huge red amarillas like blooms.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Red Fire (K), fine fiery heat resisting red.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Richard Diener (D), grand geranium pink.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Robert J. Kunderd (K), one of Kunderd's fine reds.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Romance (K), smoky orange, a beauty, always wanted.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Rose Ash (D), ashes of roses.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Rose Glory (K), fine ruffled rose.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Szarlano (K), ruffled, early orange scarlet.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Scarlet Princeps (K), cherry red, very popular.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Souvenir (Eur), deep yellow prim.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Sovereign (V), deep violet, much improved Hulot.....	5.00	4.00	3.00	2.00	1.60	1.00	.80
Stalwart (Kemp), tall creamy white.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Sulphur Frills (K), ruffled sulphur yellow.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Taro (K), extra fine American Beauty color.....	5.00	4.00	3.00	2.20	1.40	1.00	1.00
Thistle (K), ruffled red, tall and fine.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Thos. T. Kent (D), light pink strawberry blotch.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Tiffany (Br), dandy pure white.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Titanic (Dec), very large magenta, grand.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Tycko Zang (A), large salmon extremely fine.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Victor (Bill), large ruffled cream yellow.....	8.00	6.00	5.00	4.00	3.00	2.00	2.00
Violet Glory (K), ruffled very deep violet.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Virginia M. Fischer (D), geranium pink.....	4.00	3.00	2.40	2.20	1.40	.80	.80
War, deep blood red.....	4.00	3.00	2.40	1.80	1.20	.80	.80
White Giant (Hol), here is one of best whites, large, fine.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Wm. G. Badger (M), very early, pink, many open, extra fine.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Willis E. Fryer (K), extra large violet, grand.....	4.00	3.00	2.40	1.80	1.20	.80	.80
Youell's Favorite (K), ruffled lavender, late and fine.....		3.00	2.40	1.80	1.20	.80	.80

# Some Special Fall Offers

**PLEASE ORDER BY NUMBER**

Please take special note that no discounts apply on these collections. Many people enjoy ordering Gladiolus in collections. We have assorted these in such a manner we believe that every collection will provide a fine assortment and a source of much pleasure in any garden. All but one of these collections are in medium sized bulbs, the first collection being a combination of Nos. 1 and 2 sizes. The balance are combinations of sizes 3 and 4 and will give you wonderful blooms throughout. We have received many laudatory comments on the way our medium sized bulb collections bloomed last year and because of the big demand for them last fall are offering some new collections. If we are sold out on a variety offered in one of the following collections we reserve the right to substitute another variety of equal or greater value.

**ORDERS FOR THESE COLLECTIONS GOOD ONLY TO JANUARY 1, 1931.**

**PLEASE ORDER BY NUMBER**

**SPECIAL OFFER NO. 1**—Large bulbs,  $1\frac{1}{4}$  inch and up, 25 each of Mr. W. H. Phipps, Dr. F. E. Bennett, Mrs. Leon Douglas, Crinkles, Iwa, J. T. Pirie, Orange Flame, Tycko Zang, 200 bulbs, prepaid for \$6.25.

**SPECIAL OFFER NO. 2**—Medium sized bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 50 each of Mr. W. P. Phipps, Mrs. Leon Douglas, Dr. F. E. Bennett and Iwa. This is one of the most beautiful combinations of flowers ever offered, 200 bulbs for \$4.00, prepaid.

**SPECIAL OFFER NO. 3**—Lavender collection, medium sized bulbs  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 50 bulbs each of B. L. Smith, Capt. Boynton, Mrs. F. C. Peters, Muriel and Opalescent, 250 bulbs for \$4.00, prepaid.

**SPECIAL OFFER NO. 4**—Grand pink collection, medium bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 25 bulbs each of Break o' Day, Crinkles, E. J. Shaylor, Evelyn Kirtland, Giant Nymph, Iwa, Jack London, Los Angeles, Miss Madison, Mrs. Leon Douglas, 250 bulbs for \$4.50, prepaid.

**SPECIAL OFFER NO. 5**—Purple and violet collection, medium bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 50 bulbs each of Battle Creek, Gladis Plath, Henry Ford, Sovereign, Violet Glory, 250 bulbs for \$4.50, prepaid.

**SPECIAL OFFER NO. 6**—Superb red collection, medium bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inches, 25 bulbs each of A. W. Hunt, Cardinal Prince, Cowee's Scarlet Wonder, Crimson Glow, Dr. F. E. Bennett, Illuminator, Old Glory, Red Amarillas, Scarlano and Titanic, 250 bulbs for \$4.50, prepaid.

**SPECIAL OFFER NO. 7**—Grand varied color collection, medium bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 25 each of Dorrit, John T. Pirie, Marietta, Nancy Hanks, Romance, Rose Ash, Taro, Tycko Zang, 200 bulbs for \$3.75, prepaid.

**SPECIAL OFFER NO. 8**—Grand cut flower collection, medium bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, will all bloom finely for cut flowers, 25 bulbs each of B. L. Smith, Break O' Day, Crimson Glow, Crinkles, Giant Myrtle, Giant Nymph, Golden Measure, Iwa, Jack London, Los Angeles, Mrs. F. C. Peters, Mr. W. H. Phipps, Mrs. Leon Douglas, Muriel, Romance, Rose Ash, Sovereign, Titanic, Tycko Zang, William G. Badger, or 20 varieties, 500 bulbs in all for \$10.00, prepaid.

**SPECIAL OFFER NO. 9**—Grand cut flower collection—for those wishing to offer cut flowers for sale for profit and require more bulbs we will make up a collection of the same varieties and the same sized bulbs as in collection No. 8 only 100 bulbs each, or 2000 bulbs in all, shipped prepaid for \$35.00.

**SPECIAL OFFER NO. 10**—Yellow, cream and white collection, medium bulbs  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 25 bulbs each of Albania, Betty Joy, Golden Measure, Mrs. M. S. Burke, Sulphur Frills, Tiffany, White Giant, 175 bulbs for \$3.25, prepaid.

**SPECIAL OFFER NO. 11**—Small garden collection, medium bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, 10 bulbs each of A. B. Kunderd, Bobby, Eliz. Swartley, Europa, Flora, Kunderd's Yellow Wonder, Mrs. G. W. Moulton, Mrs. P. W. Sisson, Purple Glory, Robert J. Kunderd, Willis E. Fryer, Youell's Favorite, 120 bulbs in a fine range of colors for \$3.00, prepaid.

**SPECIAL OFFER NO. 12**—Special mixed collection—some people are not particular about labels. All other collections will be sent labeled but we will offer a special collection of 200 medium size bulbs,  $\frac{3}{4}$  to  $1\frac{1}{4}$  inch, in 20 varieties of 10 each, our selection, unlabeled and mixed together in one container, for \$3.75, prepaid. These will be selected from fine varieties and will give you grand blooms for garden decoration or cut flowers.

## SPECIAL NOTICE

Our planting of planting stock this year is by far the largest we have ever made. We will be glad to give quotations on large quantities of sizes 4, 5 and 6 or bulblets in practically any variety listed. We are certain demands for planting stock will be extra heavy this year due to short crops of bulbs in many sections and we suggest you get your inquiries and orders in early to be assured of your planting stock for the coming year of quality bulbs at right prices. We will quote on large quantities either prepaid or F.O.B. Salem, as fits the wishes of the customer.

Canadian Customers: Please be sure and send permit numbers with your order as well as tag stickers furnished you by your plant quarantine department. Sending both permit and labels at time of order avoids confusion and delays at shipping time.

Address All Orders and Communications to

**D. H. UPJOHN, 964 SOUTH LIBERTY ST.  
Salem, Oregon**